

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHEAST KANSAS

INCOME AND EXPENSE ANALYSIS

Farm Size by Census Acres

< 181 ACRES

181 - 499 ACRES

12 FARMS

48 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	9,050	18,293	
2 DAIRY AND MILK		6,776	
3 SHEEP		-438	
4 SWINE	-3	3,646	
5 POULTRY AND EGGS	72,630	21,765	
6 OTHER LIVESTOCK	75	593	
7 CUSTOM FEEDING			
8 FEED PURCHASED	-3,714	-10,068	
9 LIVESTOCK INCOME	\$ 78,038	\$ 40,568	
10 CORN	2,162	6,192	
11 GRAIN SORGHUM		1,910	
12 SOYBEANS	2,637	10,432	
13 SUNFLOWERS			
14 WHEAT	1,022	2,799	
15 HAY AND FORAGE	2,446	3,725	
16 OTHER CROP	340	1,051	
17 GOVERNMENT PAYMENTS	907	3,483	
18 CROP INSURANCE PROCEEDS	835	3,628	
19 MACHINE WORK	3,456	1,609	
20 OTHER INCOME	32,498	12,464	
21 VALUE OF FARM PRODUCTION	\$ 124,341	\$ 87,861	
22 HIRED LABOR	9,308	3,815	
23 MACHINERY REPAIRS	12,304	9,718	
24 IRRIGATION REPAIRS	18	73	
25 BUILDING REPAIRS	11,820	2,799	
26 INTEREST PAID	11,823	9,726	
27 SEED-OTHER CROP EXPENSE	422	3,425	
28 CROP INSURANCE	104	650	
29 FERTILIZER-LIME	1,465	6,981	
30 MACHINE HIRE	1,942	2,761	
31 ORGANIZATION FEE, PUBLICATION	2,322	1,484	
32 VET-MED-DRUGS	677	1,364	
33 CROP STORAGE-MARKETING	467	104	
34 LIVESTOCK MARKETING-BREEDING	599	1,130	
35 DAIRY EXPENSE		484	
36 GAS-FUEL-OIL	6,931	6,197	
37 IRRIGATION ENERGY			
38 REAL ESTATE TAXES	2,806	2,963	
39 PERSONAL PROPERTY TAXES	289	570	
40 GENERAL FARM INSURANCE	2,880	3,168	
41 UTILITIES	15,933	8,212	
42 CASH FARM RENT	639	1,923	
43 HERBICIDE-INSECTICIDE	430	1,605	
44 CONSERVATION	124	185	
45 AUTO EXPENSE	1,043	1,176	
46 TOTAL OPERATING EXPENSE	\$ 84,348	\$ 70,512	
47 DEPRECIATION-MACHINERY	10,529	6,744	
48 DEPRECIATION-BUILDINGS	6,337	2,741	
49 TOTAL FARM EXPENSE	\$ 101,214	\$ 79,996	
50 NET FARM INCOME	\$ 23,127	\$ 7,865	
51 UNPAID FAMILY LABOR	1,906	2,303	
52 UNPAID OPERATOR LABOR	30,119	33,073	
53 CURRENT ASSET CHARGE - 8%	5,855	4,065	
54 NONCURRENT ASSET CHARGE - 8%	6,155	19,511	
55 RETURN LABOR-MANAGEMENT	9,211	-18,014	
56 RETURN TO CAPITAL	2,925	-17,786	
57 ASSET TURNOVER RATIO	.3602	.2068	
58 OPERATING PROFIT MARGIN RATIO	.0235	-.2024	
59 % RETURN ON ASSETS	.0085	-.0419	
60 % RETURN ON EQUITY	-.0593	-.0934	
61 TOTAL EXPENSE RATIO	.8140	.9105	
62 ADJUSTED TOTAL EXPENSE RATIO	1.0716	1.3131	
63 ECONOMIC TOTAL EXPENSE RATIO	1.1682	1.5815	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
	DECEMBER 31		DECEMBER 31
64 CURRENT ASSETS	86,828	81,072	78,967
65 NONCURRENT ASSETS	264,482	257,982	340,226
66 CURRENT LIABILITIES	9,538	11,981	30,639
67 NONCURRENT LIABILITIES	199,578	169,017	95,430
68 CURRENT RATIO	9.10	6.77	2.58
69 DEBT TO ASSET RATIO	.60	.53	.30
			.31

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2007 DATA - SOUTHEAST KANSAS

ANALYSIS OF THE FARM BUSINESS

Farm Size by Census Acres

< 181 ACRES

181 - 499 ACRES

AVERAGE ASSET & NET WORTH VALUES													
70	BREEDING LIVESTOCK									7,585	23,605		
71	MACHINERY AND EQUIPMENT									37,104	25,703		
72	MOTOR VEHICLES & LISTED PROPE									56,156	47,139		
73	BUILDINGS									66,294	24,321		
74	OWNED LAND									83,379	241,874		
75	TOTAL ASSETS									345,182	424,926		
76	NET WORTH									150,125	294,699		
LABOR													
77	NUMBER OF OPERATORS									.65	.72		
78	NUMBER OF WORKERS									.98	.92		
79	TOTAL WORK DAYS									135	112		
80	VALUE FARM PRODUCTION/WORKER									126,448	94,772		
81	NET FARM INCOME/WORKER									23,519	8,484		
PER OPERATOR BASIS													
82	TOTAL ASSETS									524,328	587,793		
83	VALUE OF FARM PRODUCTION									188,872	121,537		
84	NET FARM INCOME									35,130	10,880		
OTHER FACTORS													
85	% CROP ACRES IRRIGATED										55.18		
86	% TILLABLE LAND									43.02	23.96		
87	CROP MACH COST/TOT EXPENSE(%)									5.51			
ACRES													
		TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
88	TOTAL ACRES	127	12	103	11			351	48	254	48	156	30
89	NON-IRRIGATED CROP ACRES	82	8	71	7			198	47	140	45	125	24
90	IRRIGATED CROP ACRES												
91	TOTAL CROP ACRES	82	8	71	7			198	47	140	45	125	24
92	PASTURE ACRES	88	9	69	8			161	43	128	41	120	14
93	FARMSTEAD ACRES							25	26	26	25		
CROP VALUE, COSTS, ACRES													
		TOTAL		PER CROP ACRE	PER HARV.ACRE			TOTAL		PER CROP ACRE	PER HARV.ACRE		
94	ACRES			55	63					194	202		
95	CROP MACHINERY INVESTMENT	14,790		270.54	236.13			47,194		243.51	233.35		
96	CROP MACHINERY COST	5,578		102.04	89.06			19,164		98.88	94.76		
97	GROSS CROP VALUE	11,990		164.50	143.57			41,547		209.90	201.15		
98	CROP PRODUCTION COSTS	14,383		197.32	172.22			40,169		207.25	198.61		
NON-IRRIGATED ACRES													
			AVE.	OWNED	RENTED				AVE.	OWNED	RENTED		
		CNT	ACRES	ACRES	YIELD	ACRES	YIELD	CNT	ACRES	ACRES	YIELD	ACRES	YIELD
99	CORN							14	80	68	97.2	58	95.5
100	GRAIN SORGHUM							8	71	52	64.6		
101	SOYBEANS							24	94	69	27.3	72	20.8
102	SUNFLOWERS												
103	WHEAT							29	93	79	9.8	88	9.3
104	OTHER CROPS												
105	ALFALFA							7	29	36	2.5		
106	OTHER HAY & FORAGE	6	72	51				34	77	59		60	
107	VEGETABLES												
108	TRUCK CROPS												
109	FRUIT - FLOWERS - TREES												
IRRIGATED ACRES													
			AVE.	OWNED	RENTED				AVE.	OWNED	RENTED		
		CNT	ACRES	ACRES	YIELD	ACRES	YIELD	CNT	ACRES	ACRES	YIELD	ACRES	YIELD
110	CORN												
111	GRAIN SORGHUM												
112	SOYBEANS												
113	SUNFLOWERS												
114	WHEAT												
115	OTHER CROPS												
116	ALFALFA												
117	OTHER HAY & FORAGE												
118	VEGETABLES												
119	TRUCK CROPS												
120	FRUIT - FLOWERS - TREES												
AVERAGE LIVESTOCK INVENTORIES AND SALES													
121	BEEF COWS			6							25		
122	DAIRY COWS										2		
123	EWES												
124	SOWS										2		
125	BEEF PURCH. FOR RESALE SALES				11						24		
126	SWINE PURCH. FOR RESALE SALES												
127	TURKEYS				38,628						10,298		

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2007 DATA - SOUTHEAST KANSAS

INCOME AND EXPENSE ANALYSIS

Farm Size by Census Acres

500 - 999 ACRES

92 FARMS

1,000 - 1,999 ACRES

165 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	32,099		63,114	
2 DAIRY AND MILK	14,225		22,053	
3 SHEEP	144			
4 SWINE	3,653		23,242	
5 POULTRY AND EGGS	2,579		1,328	
6 OTHER LIVESTOCK	-83		144	
7 CUSTOM FEEDING	4,454		8,251	
8 FEED PURCHASED	-19,360		-41,906	
9 LIVESTOCK INCOME	\$ 37,711		\$ 76,226	
10 CORN	28,606		72,745	
11 GRAIN SORGHUM	6,465		8,577	
12 SOYBEANS	41,992		77,605	
13 SUNFLOWERS	240		1,508	
14 WHEAT	6,372		12,742	
15 HAY AND FORAGE	8,937		9,242	
16 OTHER CROP	1,116		2,006	
17 GOVERNMENT PAYMENTS	7,808		17,445	
18 CROP INSURANCE PROCEEDS	9,166		31,354	
19 MACHINE WORK	3,492		4,430	
20 OTHER INCOME	4,734		6,742	
21 VALUE OF FARM PRODUCTION	\$ 156,639		\$ 320,622	
22 HIRED LABOR	4,289		7,064	
23 MACHINERY REPAIRS	11,705		19,518	
24 IRRIGATION REPAIRS	15		289	
25 BUILDING REPAIRS	1,600		2,013	
26 INTEREST PAID	10,019		20,182	
27 SEED-OTHER CROP EXPENSE	12,817		27,605	
28 CROP INSURANCE	2,808		6,777	
29 FERTILIZER-LIME	20,078		38,625	
30 MACHINE HIRE	5,128		7,436	
31 ORGANIZATION FEE, PUBLICATION	1,569		2,248	
32 VET-MED-DRUGS	1,790		3,959	
33 CROP STORAGE-MARKETING	482		1,369	
34 LIVESTOCK MARKETING-BREEDING	1,360		3,509	
35 DAIRY EXPENSE	537		1,155	
36 GAS-FUEL-OIL	9,372		17,087	
37 IRRIGATION ENERGY	44		156	
38 REAL ESTATE TAXES	3,042		5,056	
39 PERSONAL PROPERTY TAXES	556		838	
40 GENERAL FARM INSURANCE	2,914		4,462	
41 UTILITIES	3,845		5,212	
42 CASH FARM RENT	8,557		11,495	
43 HERBICIDE-INSECTICIDE	5,973		13,385	
44 CONSERVATION	93		551	
45 AUTO EXPENSE	1,017		1,143	
46 TOTAL OPERATING EXPENSE	\$ 109,611		\$ 201,133	
47 DEPRECIATION-MACHINERY	11,956		23,418	
48 DEPRECIATION-BUILDINGS	1,445		3,866	
49 TOTAL FARM EXPENSE	\$ 123,013		\$ 228,417	
50 NET FARM INCOME	\$ 33,626		\$ 92,204	
51 UNPAID FAMILY LABOR	1,409		2,981	
52 UNPAID OPERATOR LABOR	36,401		44,484	
53 CURRENT ASSET CHARGE - 8%	9,134		15,087	
54 NONCURRENT ASSET CHARGE - 8%	26,769		47,790	
55 RETURN LABOR-MANAGEMENT	-3,686		26,347	
56 RETURN TO CAPITAL	5,835		64,921	
57 ASSET TURNOVER RATIO	.2660		.3003	
58 OPERATING PROFIT MARGIN RATIO	.0372		.2025	
59 % RETURN ON ASSETS	.0099		.0608	
60 % RETURN ON EQUITY	-.0093		.0569	
61 TOTAL EXPENSE RATIO	.7853		.7124	
62 ADJUSTED TOTAL EXPENSE RATIO	1.0267		.8605	
63 ECONOMIC TOTAL EXPENSE RATIO	1.2559		1.0566	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	144,721	159,508	264,377	314,947
65 NONCURRENT ASSETS	432,147	441,278	762,871	793,390
66 CURRENT LIABILITIES	41,011	34,878	99,026	103,127
67 NONCURRENT LIABILITIES	99,838	104,351	177,972	183,551
68 CURRENT RATIO	3.53	4.57	2.67	3.05
69 DEBT TO ASSET RATIO	.24	.23	.27	.26

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2007 DATA - SOUTHEAST KANSAS

INCOME AND EXPENSE ANALYSIS

Farm Size by Census Acres

2,000 - 4,999 ACRES

152 FARMS

> 5,000 ACRES

26 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	135,101	417,144		
2 DAIRY AND MILK	23,189			
3 SHEEP	-1	259		
4 SWINE	36,688	126,553		
5 POULTRY AND EGGS	629			
6 OTHER LIVESTOCK	-1,044	-1,420		
7 CUSTOM FEEDING	5,060	72,143		
8 FEED PURCHASED	-66,738	-297,408		
9 LIVESTOCK INCOME	\$ 132,885	\$ 317,271		
10 CORN	161,020	214,058		
11 GRAIN SORGHUM	15,269	14,269		
12 SOYBEANS	133,799	200,001		
13 SUNFLOWERS	389	4,866		
14 WHEAT	20,408	36,040		
15 HAY AND FORAGE	15,613	74,209		
16 OTHER CROP	9,966	953		
17 GOVERNMENT PAYMENTS	30,067	54,389		
18 CROP INSURANCE PROCEEDS	51,172	105,666		
19 MACHINE WORK	6,652	13,012		
20 OTHER INCOME	6,247	21,865		
21 VALUE OF FARM PRODUCTION	\$ 583,487	\$ 1,056,598		
22 HIRED LABOR	18,787	74,369		
23 MACHINERY REPAIRS	31,724	55,378		
24 IRRIGATION REPAIRS	293	281		
25 BUILDING REPAIRS	2,782	8,888		
26 INTEREST PAID	34,083	72,228		
27 SEED-OTHER CROP EXPENSE	42,946	61,251		
28 CROP INSURANCE	11,035	17,712		
29 FERTILIZER-LIME	72,340	113,950		
30 MACHINE HIRE	12,543	20,642		
31 ORGANIZATION FEE, PUBLICATION	3,169	5,432		
32 VET-MED-DRUGS	7,466	22,207		
33 CROP STORAGE-MARKETING	3,241	5,145		
34 LIVESTOCK MARKETING-BREEDING	5,756	6,495		
35 DAIRY EXPENSE	1,327			
36 GAS-FUEL-OIL	30,808	55,590		
37 IRRIGATION ENERGY	331	307		
38 REAL ESTATE TAXES	7,405	9,619		
39 PERSONAL PROPERTY TAXES	1,482	3,480		
40 GENERAL FARM INSURANCE	6,370	12,751		
41 UTILITIES	7,200	15,208		
42 CASH FARM RENT	34,038	82,058		
43 HERBICIDE-INSECTICIDE	24,914	32,372		
44 CONSERVATION	1,118	2,282		
45 AUTO EXPENSE	1,101	1,162		
46 TOTAL OPERATING EXPENSE	\$ 362,261	\$ 678,805		
47 DEPRECIATION-MACHINERY	39,501	62,470		
48 DEPRECIATION-BUILDINGS	5,294	11,209		
49 TOTAL FARM EXPENSE	\$ 407,057	\$ 752,485		
50 NET FARM INCOME	\$ 176,430	\$ 304,114		
51 UNPAID FAMILY LABOR	4,364	7,332		
52 UNPAID OPERATOR LABOR	54,117	57,715		
53 CURRENT ASSET CHARGE - 8%	28,218	60,010		
54 NONCURRENT ASSET CHARGE - 8%	75,569	118,169		
55 RETURN LABOR-MANAGEMENT	68,278	118,603		
56 RETURN TO CAPITAL	152,032	311,295		
57 ASSET TURNOVER RATIO	.3268	.3080		
58 OPERATING PROFIT MARGIN RATIO	.2606	.2946		
59 % RETURN ON ASSETS	.0852	.0907		
60 % RETURN ON EQUITY	.0909	.1073		
61 TOTAL EXPENSE RATIO	.6976	.7122		
62 ADJUSTED TOTAL EXPENSE RATIO	.7979	.7737		
63 ECONOMIC TOTAL EXPENSE RATIO	.9757	.9424		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	489,417	607,199	1,271,732	1,574,958
65 NONCURRENT ASSETS	1,213,225	1,260,744	1,983,518	2,031,564
66 CURRENT LIABILITIES	184,746	206,408	616,588	729,858
67 NONCURRENT LIABILITIES	282,555	302,182	505,223	555,643
68 CURRENT RATIO	2.65	2.94	2.06	2.16
69 DEBT TO ASSET RATIO	.27	.27	.34	.36

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ANALYSIS OF THE FARM BUSINESS

Farm Size by Census Acres

2,000 - 4,999 ACRES

> 5,000 ACRES

AVERAGE ASSET & NET WORTH VALUES												
70 BREEDING LIVESTOCK						81,528						140,126
71 MACHINERY AND EQUIPMENT						109,155						177,221
72 MOTOR VEHICLES & LISTED PROPE						211,647						315,239
73 BUILDINGS						54,584						116,152
74 OWNED LAND						841,480						1,383,308
75 TOTAL ASSETS						1,785,292						3,430,886
76 NET WORTH						1,297,347						2,227,230
LABOR												
77 NUMBER OF OPERATORS						1.18						1.26
78 NUMBER OF WORKERS						1.87						3.38
79 TOTAL WORK DAYS						554						948
80 VALUE FARM PRODUCTION/WORKER						311,521						312,532
81 NET FARM INCOME/WORKER						94,195						89,954
PER OPERATOR BASIS												
82 TOTAL ASSETS						1,509,257						2,719,605
83 VALUE OF FARM PRODUCTION						493,270						837,547
84 NET FARM INCOME						149,151						241,066
OTHER FACTORS												
85 % CROP ACRES IRRIGATED						1.53						.51
86 % TILLABLE LAND						53.14						37.39
87 CROP MACH COST/TOT EXPENSE(%)						27.56						22.88
ACRES												
88 TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
89 NON-IRRIGATED CROP ACRES	1630	147	565	133	1237	133	2615	24	885	22	2061	21
90 IRRIGATED CROP ACRES	622	6										
91 TOTAL CROP ACRES	1656	147	583	133	1247	133	2628	24	890	22	2072	21
92 PASTURE ACRES	1502	136	686	119	1116	110	4132	25	1113	22	3427	23
93 FARMSTEAD ACRES	101	103	93	102	45	20	143	16	125	15	84	5
CROP VALUE, COSTS, ACRES												
94 ACRES	TOTAL	PER CROP ACRE	PER HARV. ACRE					TOTAL	PER CROP ACRE	PER HARV. ACRE		
95 CROP MACHINERY INVESTMENT	274,869	1601	171.67	151.76					398,291	164.18	151.16	
96 CROP MACHINERY COST	112,187		70.07	61.94					172,148	70.96	65.33	
97 GROSS CROP VALUE	513,081		314.12	277.69					796,206	328.20	302.18	
98 CROP PRODUCTION COSTS	314,449		188.64	166.76					516,077	196.36	180.80	
NON-IRRIGATED ACRES												
	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
99 CORN	116	609	236	96.5	473	104.3	16	1101	511	108.5	800	100.7
100 GRAIN SORGHUM	48	238	113	71.3	198	67.3	10	340	266	50.4	207	74.3
101 SOYBEANS	122	687	251	24.3	540	24.3	20	1041	385	27.6	836	25.1
102 SUNFLOWERS	5	66			77	9.0						
103 WHEAT	122	591	219	10.4	465	13.5	16	967	373	10.6	732	12.8
104 OTHER CROPS	17	281	168		312							
105 ALFALFA	37	58	44	2.4	68	2.2	5	142			133	2.1
106 OTHER HAY & FORAGE	107	243	142		205		21	420	172		467	
107 VEGETABLES												
108 TRUCK CROPS												
109 FRUIT - FLOWERS - TREES												
IRRIGATED ACRES												
	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
110 CORN	6	405	381	121.2	226	75.3						
111 GRAIN SORGHUM												
112 SOYBEANS	5	210										
113 SUNFLOWERS												
114 WHEAT												
115 OTHER CROPS												
116 ALFALFA												
117 OTHER HAY & FORAGE												
118 VEGETABLES												
119 TRUCK CROPS												
120 FRUIT - FLOWERS - TREES												
AVERAGE LIVESTOCK INVENTORIES AND SALES												
121 BEEF COWS						79						161
122 DAIRY COWS						4						
123 EWES												
124 SOWS						18						
125 BEEF PURCH. FOR RESALE SALES						153						361
126 SWINE PURCH. FOR RESALE SALES						37						
127 TURKEYS						442						